

Stephen Merth

Javascript developer working with React/React Native, Gatsby, Apollo, GraphQL, Express and Cloud Functions to build serverless applications.

To contribute my development skills and management experience to a development/implementation team and collaborate with colleagues/users/customers to build cutting edge cloud based applications.

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- 🐦 StephenMerth

SKILLS

Cross Functional Team Management
experienced

Account Management
Experienced

Business Development
Expert

LANGUAGES

English
Native speaker

Mandarin Chinese
Beginner / Conversational

AWARDS

Certificate of Appreciation

IMR (Medical Research Institute) & Malaysian Immunology Association

For organizing and conducting the workshop: 'Innovations in Proteomic Techniques - Protein Analysis in the 21st Century'

North American Salesperson of the Year

Pharmacia Biotech Inc.

Best sales results in North America versus budget and growth year-on-year.

Presidents Award

Pharmacia Biotech Inc.

Global recognition for sales performance and upholding company values.

WORK EXPERIENCE

Elections Canada

Deputy Returning Officer

(October 2019 - October 2019)

Ran polling station

City of Maple Ridge

Election Officer

(October 2018 - October 2018)

Ran polling station

Hauxsamaly Pte. Ltd.

Founder / Managing Director

(June 2010 - December 2014)

I built, installed and maintained **Drupal** CMS instances for startup businesses, helping connect them with their customers and audiences

Bio-Works Company Ltd.

Commercial Director / Euity Stakeholder

(January 2013 - January 2014)

I joined Bio-works, a start-up protein separations technology company, in its first year of operation as employee #1. I worked with the 4 founders on all areas of business development and raising capital.

General Electric - Healthcare Division

Sales Support Director, Industrial Protein Separations, Developing Markets and Japan

(January 2005 - January 2007)

Responsible for sales support functions for the Industrial Separations Business Group covering Asia Pacific, Africa, Middle East, Eastern Europe and South America.

Amersham Biosciences Ltd.

Regional Business Director, Drug Discovery Systems, Proteomics, Genomics - Asia Pacific

(January 2000 - November 2002)

Ensured **integration of product sales, marketing & support** after **aquisition** of Molecular Dynamics. **Focused business profit** pivoting towards constant revenue stream and high margins of consumable chemistry.

Pharmacia Biotech Inc.

Regional Marketing Manager - Asia Pacific

(July 1997 - January 2000)

Coordinated sales and marketing activities for , Molecular Biology and Electrophoresis the electrophoresis, cell biology, molecular biology, spectrophotometry, and agency product portfolios in the Asia Pacific region. **Negotiated** record 1.7 M USD **technology transfer agreement** with PORIM, Malaysia.

Pharmacia Biotech Inc.

Territory Manager - Western Canada

(July 1997 - January 2000)

Managed sales, installation, support and training for Molecular Biology & Protein Chromatography product categories in Western Canada. Consistently **expanded market share** and **exceeded sales quotas** (achieving: 1993: 108%, 1994: 129%, 1995: 135%, 1996: 110%.)

British Columbia Cancer Research Center

Research Technician (T4)

(April 1987 - December 1989)

Set up a research project, purchased equipment and supplies, and conducted studies of integrin distribution on the surface of peripheral blood mononuclear cells in response to cell culture conditions.

EDUCATION

University of British Columbia

Bachelor of Science Biochemistry & Genetics

(September 1982 - May 1986)